

سيف الدين محمد

Saif Edeen Mohamad

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Personal Data:

Name : Saif Edeen Mohamad
Nationality : Syrian
Date of Birth : January 2, 1967
Country of Birth : Syria
Marital Status : Married, Two Daughters, 21 & 18 years old

Education & Qualifications:

BSc (Business Studies) – Damascus University 1990

Professional experience

August 2012 – Date

General Manager:

Safir Fintas Kuwait Hotel:

Safir Hotels and Resorts

consists of 150 Deluxe Rooms, Executive Rooms, Suites & Hotel Apartments. Four F&B Outlets, fitness, conference, banqueting & OSC facilities.

This role commences with leading the hotel team to position the hotel in the Kuwaiti market under the umbrella of Safir Hotels and Resorts. I drove sales, marketing, and brand management strategy to successfully position the Hotel into Kuwait's intensely competitive market and achieved excellent results in terms of revenue and positioning the hotel in the market. I inspire teams to deliver excellent results.

March 2006 – July 2012

Country Director of Sales & Marketing – Kuwait:

Marriott Hotels in Kuwait - JW Marriott, Courtyard by Marriott & Arraya Ball Room

Operational training in Marriott properties - Kuwait May 2011 – July 2012

May 2005 – February 2006

Director of Sales & Marketing – Kuwait:

Marriott Hotels in Kuwait - JW Marriott, Courtyard by Marriott & Arraya Ball Room

January 2004 – April 2005

Cluster Director of Sales – Kuwait:

Marriott Hotels in Kuwait - JW Marriott, Courtyard by Marriott & Arraya Ball Room

May 2002 – December 2003

Senior Sales Manager – UAE – Dubai:

The Ritz-Carlton Hotel: (Boutique Resort) consists of 138 Deluxe Rooms, Club Rooms & Suites. Five F&B Outlets, Spa & fitness, leisure facilities, conference & banqueting facilities.

April 2000 – April 2002

Senior Sales Manager – UAE – Dubai:

The Renaissance Dubai Hotel: Consists of 281 Deluxe Rooms, Executive Rooms & Suites. Five F&B Outlets, fitness, conference & banqueting facilities.

April 1998 – March 2000

Sales Manager – UAE - Dubai

The Renaissance Dubai Hotel – Marriott Hotels and Resorts

October 1996 – March 1998

Sales & Marketing Manager - UAE – Dubai:

Al Khaleej Palace Hotel

February 1990 – September 1996:

Cham Palaces and Hotels - (Hotel Chain – Syria)

- Jan 1995 – Nov 1995 – Rooms Division Manager – Furat Cham Palace – 5*
- Apr 1993 – Jan 1995 – Front Office Manager – Palmyra Cham Palace - 5*
- May 1991 – Jan 1992 – Asst. Front Office Manager – Palmyra Cham Palace
- Feb 1990 – May 1991 – Receptionist - Palmyra Cham Palace

Trainings:

- The Leadership Challenge Edition
 - Model the way, Leadership Challenge Edition
 - Leadership Thinking
 - Strategic, Future, Design, Systemic, Analytical, Innovation & Creative Thinking
 - Business acumen
 - 7 Habits for Effective Managers
 - Managing Business Priorities
 - Conduct Training On-Property Programs
 - Developing you Developing others
 - Foundation of Leadership
 - Navigating through changes
 - World Class Negotiation Skills
 - Dynamic Team
 - Dynamic Selling
 - Partners in Career Management
 - Effective Training Skills
 - Extended stay training
 - Fundamentals of Management and leadership skills
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Awards:

- Roger J Dow- Sales Excellence Award - Global Award 2009 – Marriott International
- Leadership special achievement 2010 – Regional Award
- Best Sales Team 2010 – Regional Award
- Sales Leader of the year– Regional Award UKIMEA 2009
- Department of the year in 2008 & 2009– Sales and Marketing – Kuwait Cluster Award
- Crows Nest – Most positive – Regional Award 2007 – UKIMEA – UK, Ireland , Middle East & Africa
- Best Market Share improvement Internationally 2006 – JW Marriott Kuwait – International Award
- Team of the year 2009 - Regional Award UKIMEA – Best Cluster
- Team of the year Sales & Marketing – 2004 – 2005 - Regional UKIME
- Golden Circle awards – Marriott Hotels in Kuwait
- Rising Star Award 2000 – Renaissance Dubai Hotel
- Golden Circle Awards – Renaissance Dubai Hotel

Interests:

Squash, Basketball, Reading

Languages:

Arabic: Fluent

English: Fluent

References:

To be furnished upon request.